



## **Sourcing Manager, Remote**

CNECT, a national healthcare Group Purchasing Organization (GPO) recognized by the San Diego Business Journal as one of San Diego's Best Places to Work in 2011, 2012, and a winner in 2013 and 2014 also one of San Diego's Fastest Growing Companies in 2016 is seeking a Director of Sourcing based in the U.S. and working from their home office near a major metropolitan airport. This position is responsible for the analysis, negotiation and implementation of group purchasing contracts in a variety of contract categories, as well as monitoring and evaluating contract performance. This position works in conjunction with the SVP of Strategy, Marketing & Operations and the Contracting Project Manager to round out CNECT's competitive portfolio and act as the face of CNECT to suppliers.

## **Responsibilities Overview**

- o Conducts market research to source new contracting categories with the right return on investment for CNECT members
- o Consults with suppliers and manufacturers to familiarize their contracting staff and sales teams with regards to our CNECT program and to establish productive, positive relationships
- o Conducts Quarterly Business Reviews with suppliers and maintains supplier score cards
- o Coordinates and manages trainings to the CNECT sales team on new contract categories and contract rolls; bringing in Subject Matter Experts as needed
- o Accurately utilizes the Salesforce CRM to manage contracting components

## **Qualifications**

Bachelor's degree in Business or other related field is required. Must have a minimum of seven to ten years of experience in group purchasing, sourcing or contract administration; experience with a national GPO and healthcare market is preferred. Must possess strong oral, written and presentation communication skills, as well as an ability to manage multiple projects and programs concurrently. A dedication to outstanding customer service as a positive team player. Strong analytical skills, and the ability to make sound decisions in a dynamic and often ambiguous environment, are required. Working knowledge of relevant Windows based software packages and computer systems is required. Frequent travel within the U.S. is required.

## **Compensation**

We offer competitive compensation and benefit package plus bonus opportunity. Please email cover letter, resume and salary expectations to [jobs@hcpsocal.org](mailto:jobs@hcpsocal.org). CNECT, a division of Health Center Partners of Southern California, is an EEO employer.

## **About CNECT**

CNECT, a national Group Purchasing Organization (GPO) with 40 years of industry experience, signs up an average of 20 new members every week granting them discounts and services specifically designed to enhance their financial strength. Without compromising quality, we strive to leverage the lowest possible price on contracted services and products for our 7,000+ members. CNECT is affiliated with Premier, one of the nation's largest GPOs. Through this affiliation, our members have access to a comprehensive savings portfolio that includes thousands of contracts covering all aspects of an organization's purchasing from med/surg supplies to office furniture, car rentals and cell phone services. Dedicated member support, detailed analytics, individualized program development, and training opportunities are just the start in which CNECT assists members to realize the total value proposition of their GPO relationship. Current members receiving CNECT's focused attention and enhanced customer service today include health care, social service and educational organizations. For more information on CNECT, please visit [www.cnectgpo.com](http://www.cnectgpo.com).

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